### Target Enterprises

15260 Ventura Blvd Suite 1240 Sherman Oaks CA 91403

# Republican Governor's Assoc/ Issue

Submission Number 786 Issue 3







## PHONE (919) 836-1717 FAX (919) 836-1747

#### Original

|                       |                                       |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                | •                |
|-----------------------|---------------------------------------|--------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|------------------|
| Client:               | Republican Governor's Assoc/<br>Issue | Submission Cost:         | 3815                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Campaign Ref:  | E:120815006      |
| Buyer:                | 3 *                                   | Client/Product/Estimate: | . 1. /142                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Sales Rep:     | HRP Los Angeles  |
| Schedule Dates:       | 09/24/12 to 09/30/12                  | Weeks:                   | _                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Order Ref:     | 06145670         |
| Est./PO Number:       | 06145670                              | Contract type:           | Political                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Business Type: | POLITICAL        |
| Associated Copies: No | No                                    |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 9              | /: Transactional |
|                       |                                       |                          | The second secon |                |                  |

| Demographic: (     | Product: #     |
|--------------------|----------------|
| (L) Household      | #142 Rga NC    |
| Order:             | Booking Group: |
|                    | WNCN           |
| Key Market:        |                |
| Raleigh-Durham, NC |                |

|                                       |       | 15           |       | 14           |       | 13                  |       | 12                  |       | 1                 |       | 10                |       | 6            |       | ĆΊ           | Ref                   |
|---------------------------------------|-------|--------------|-------|--------------|-------|---------------------|-------|---------------------|-------|-------------------|-------|-------------------|-------|--------------|-------|--------------|-----------------------|
|                                       | TF.:  | M-F 6p News  | W     | M-F 6p News  | W     | M-F 530p Judge Judy | F.    | M-F 530p Judge Judy | 11.   | M-F 7a Today Show | W     | M-F 7a Today Show | S     | Sat 7p News  | S     | Sun 6p News  | Sales Product Details |
|                                       |       | 03           |       | 03           |       | 03                  |       | 03                  |       | 03                |       | 03                |       | 04           |       | 02           | Rev Type              |
|                                       |       |              |       |              |       |                     |       |                     |       |                   |       |                   |       |              |       |              |                       |
| Weel                                  |       |              |       | Н            |       |                     |       | Г                   |       |                   |       |                   |       |              |       |              |                       |
| Weekly Totals: Total Spots(Ord Spots) |       | 305          |       | 305          |       | 250                 |       | 250                 |       | 550               |       | 550               |       | 200          |       | 300          | Rate                  |
| s(Ord Spots)                          | Comme | 30           | Comme | 15/15        | Comme | 15/15               | Comme | 30                  | Comme | 30                | Comme | 15/15             | Comme | 30           | Comme |              | Spot<br>Type          |
|                                       |       | Nbr of Spots |       | Nbr of Spots |       | Nbr of Spots        |       | Nbr of Spots        |       | Nbr of Spots      |       | Nbr of Spots      |       | Nbr of Spots |       | Nbr of Spots |                       |
| 11                                    |       | 2            |       | -1           |       | 1                   |       | 2                   |       | 2                 |       | 1                 |       | 1            |       | 1            | 09/24                 |
| 11                                    |       | 2            |       | -1           |       | 1                   |       | 2                   |       | 2                 |       | 1                 |       | 1            |       | 1            | Total                 |
|                                       |       | 610          |       | 305          |       | 250                 |       | 500                 |       | 1100              |       | 550               |       | 200          |       | 300          | Cost                  |

|               |        | Grand Totals     |              |          |
|---------------|--------|------------------|--------------|----------|
| 1             |        | Month 9 Weeks: 5 | :: 5         |          |
|               | Totals | 09/24            |              |          |
| Spots         | 11     |                  |              | 11       |
| Cost          | 3815   | 5                |              | 3815     |
|               |        |                  |              |          |
| Grand Totals: |        |                  | Spots:       | 11       |
|               |        |                  | Gross Total: | 3,815.00 |
|               |        |                  | Commission:  | 572.25   |
|               |        |                  | Net Total:   | 3,242.75 |

REP HEADLINE# 6145670 TRF# E:120815 ORI \$\$\$ MOD# 0: APPROVED REV #1 \$\$\$

REP: TEL# 323-866-1414 ORDER WORKSHEET

FAX# 323-653-1865

HARRIS REPORT FROM STATION SEP24/12 15.45

\*\*\* WNCN-TV \*\*\*

|                              |                                                                          | X                                       | CON CM                      | STA: | <b>д</b> Е <sub>У</sub> :                    | CITY TAX            | FLIGHT         | PRDCT                  | ORDER :            |                        |                   | AGY #              | ADV #                  |
|------------------------------|--------------------------------------------------------------------------|-----------------------------------------|-----------------------------|------|----------------------------------------------|---------------------|----------------|------------------------|--------------------|------------------------|-------------------|--------------------|------------------------|
|                              |                                                                          | KEGOOD OF<br>BUY#1<br>BUY#2<br>BUY#3    | ***** THIS I                |      | REV 9/24 PLS NOTE M1 REV TOT: \$3, PLS CNF T | AX                  | DATES SEP24/12 | #142 RGA NC            | #                  |                        |                   | AGY.               | ADV.                   |
|                              | OFFER & CMT                                                              |                                         | THIS ORDER                  |      | OK'D AS O,815/14X                            | STATE TAX           |                |                        |                    | SH                     | 152               | NAME               | NAME                   |
|                              | :WED/700A-900A WED/530P-600P WED/600P-630P :CONVERTED TO :15 :PLS REVISE | :M-F/700A-<br>M-F/530P-<br>M-F/600P-    | IN ADVANCE SCHEDULE         |      | OFFERED ON LINES#6-8                         | CO-0P               | SEP30/12 WK-1  | EST#142 COMMENTS: (    | CONTRACT # 6145670 | SHERMAN OAKS, CA 91403 | 60 VENTURA BLVD., | TARGET ENTERPRISES | ISS/RGA - REPUB GOV AS |
|                              | SEP26(2/WK) SEP26(2/WK) SEP26(2/WK) SEP26(2/WK) BOOKENDS PER TRAFFIC     | 4 2 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 | **** CONTRACT SCHEDULED FOR |      |                                              | BILLING NEEDED      |                | (LINE, ORDER, INVOICE) | CLASS:             |                        | #1240 SALES       | BUYER              | ASSOC. REP.#           |
|                              | 2 2 3 3 3 4 4 5 4 5 4 5 6 6 6 6 6 6 6 6 6 6 6 6 6                        |                                         | GENERATION                  | **   |                                              |                     |                |                        | : NATL.            |                        | PRSN LA-          | NAME               | #                      |
| CONTRACT TOTAL S             | \$275.00<br>\$125.00<br>\$152.50                                         | \$ 2550.00                              |                             |      |                                              | П                   |                |                        | LOCAL              |                        | AZZI              | CINDIE CRANE       | OFF.#                  |
| TOTAL \$3,815.00<br>SPOTS 14 | PLS ADVISE.                                                              |                                         |                             |      |                                              | DATE SEP24/12 15.45 |                |                        | REGIONAL           |                        | ROSTOVSKY         | K                  | SALESMAN #             |

S S S S S S S S S ADV HEADLINE# 6145670 MOD# # 0 :: UNAPPROVED ADV. TRF# E:120815 REV #1 \$\$\$ NAME ISS/RGA REPUB ORDER WORKSHEET REP: TEL# 323-866-1414 GOV ASSOC. REP.# HARRIS REPORT FROM REP FAX# 323-653-1865 OFF.# \*\*CHANGES\*\* SALESMAN \*\*\* WNCN-TV \*\*\* SEP24/12 15.22

#

AGY ORDER FLIGHT PRDCT # DATES #142 RGA SEP24/12 NO AGY. STATE NAME TAX TARGET SEP30/12 15260 VENTURA BLVD., SHERMAN **EST#142** CONTRACT ENTERPRISES OAKS, WK-1 # COMMENTS: 6145670 CA CO-OP 91403 #1240 (LINE, BILLING NEEDED ORDER, INVOICE) CLASS: SALES BUYER NAME PRSN NATL. LA-CINDIE CRANE LOCAL AZZI ROSTOVSKY DATE REGIONAL SEP24/12 15.22

CITY TAX

REP: REV BLS REV ... BLS TOT: \$3,815/14X CNF... TNX ----NOTE 9/24 MI OK'D AS - JOCELYN/IZZY OFFERED ON LINES#6-8

STA: \*\*PLS SEE M1 FOR SPOT LENGTH PLS REVISE ASAP ACCORDING TO YXHT, CHERYL 9/24 TRAFFIC - :15 BOOKENDS

CON N \*\*\*\* THIS SI A CASH IN ADVANCE SCHEDULE \*\*\*\*

:LINE#:REP : REP : CD: AGENCY TIME PERIOD .. .. LGTH II .. .. SEC .. .. AGENCY EST# RATE 11 .. .. 142 START .. .. RND DATE : SPTS: HUVT DAYS :SPTS: : TOTL:

AGENCY ADVERTISER CODE PRODUCT CODE = 1 RGA NO

PROGRAM

μ

Ø

700A-900A

30

\$550.00

9/24

9/28

N

M-H

N

RA35+ TODAY SHOW

FAX# 323-653-1865

HARRIS REPORT FROM REP SEP24/12 15.22

\*\*CHANGES\*\* \*\*\* WNCN-TV \*\*\*

| PROGRAM : NBC 17 NEWS AT 6P  RA35+ : 1.6  STATION MAKEGOOD OFFERS:  M1 OK'D BUY#1 MISSED:M-F/700A-900A BUY#2 M-F/600P-630P BUY#3 OFFER:WED/700A-900A & WED/600P-630P & WED/600P-630P CMT:CONVERTED TO CMT:PLS REVISE | PROGRAM : JUDGE JUDY<br>RA35+ : 2.2<br>3 S 600P-630P 30 | PROGRAM: NBC 17 NEWS AT 6P  RA35+ : 1.6  ORD COM1: CONVERTED TO :15 BOOKENDS  ORD COM2: PLS REVISE  CON COM1: *** BOOKENDS ***  PART OF A MAKEGOOD MADE UP OF LINES  2 S 530P-600P 30 | PROGRAM: JUDGE JUDY  RA35+ : 2.2  ORD COM1: CONVERTED TO :15 BOOKENDS  ORD COM2: PLS REVISE  CON COM1: *** BOOKENDS ***  PART OF A MAKEGOOD MADE UP OF LINES  8 A 600P-630P | CON COM2: PLS REVISE CON COM1: *** BOOKENDS *** THIS IS A MAKE-GOOD FOR SEP26 ON LI THIS IS A MAKE-GOOD FOR SEP26 ON LI THIS IS A MAKE-GOOD FOR SEP26 ON LI 7 A 530P-600P | GRAM : TODAY SHOW 5+ : 1.6 COM1: CONVERTED TO :15 | :LINE#:REP :CD: TIME PERIOD : LGTH : SE: : : : : : : : : : : : : : : : : : |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------|----------------------------------------------------------------------------|
| SEP26 SEP26 SEP26(2 SEP26(2 SEP26(2 SEP26(2 SEP26(2 SEP26(2                                                                                                                                                          | \$305.00 9/24                                           | S PER TRAFFIC 6-8 \$250.00 9/24                                                                                                                                                       | S PER TRAFFIC 6-8 \$152.50 9/26                                                                                                                                             | LINE-1 FOR 1 SPOT/WK LINE-2 FOR 1 SPOT/WK LINE-3 FOR 1 SPOT/WK \$125.00 9/26                                                                                              | PER TRAFFIC                                       | C : RATE : ST : DA                                                         |
| 30S \$5 30S \$2 30S \$2 /WK) 15S \$3 /WK) 15S \$3 /WK) 15S \$1                                                                                                                                                       | 9/28 2                                                  | 9/28                                                                                                                                                                                  | 9/26                                                                                                                                                                        | 9/26                                                                                                                                                                      |                                                   | ART : END :SPTS:<br>TE : DATE : /WK:                                       |
| 550.00 (SEP24/12)<br>850.00<br>805.00 PLS ADVISE<br>125.00                                                                                                                                                           | M - 17                                                  | <u>м</u><br>- ч                                                                                                                                                                       | WED                                                                                                                                                                         | WED                                                                                                                                                                       | 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5           | WEEK : DAYS                                                                |
| ii                                                                                                                                                                                                                   | N                                                       | Ν                                                                                                                                                                                     | N                                                                                                                                                                           | N                                                                                                                                                                         | Λ                                                 | : TOTL:                                                                    |

REP HEADLINE# 6145670 TRF# E:120815 MOD# 0: UNAPPROVED REV #1 \$\$\$ REP: TEL# 323-866-1414 ORDER WORKSHEET

FAX# 323-653-1865
HARRIS REPORT FROM REP
\*\*CHANGES\*\* \* SEP24/12 15.22 \*\*\* WNCN-TV \*\*\*

SEP/12 : LINE#:REP :CD: \$3,815.00 TIME PERIOD LGTH SEC RATE START END :SPTS: DATE : /WK: CONTRACT TOTAL TOTAL SPOTS TNVT DAYS \$3,815.00 :STYS: 14

DUPLICATE MARKET TOTALS \$ O WNCN 0% WRAL 0% WIVD 0% WRAZ 0% WRDC 0% WLFL 0% CABL 0%

SVC- NSI BO DEMOS- RA35+\* BOOKS - JUL/PJ

P-CLASS, PLAN, SECT MOD CODE A-ADD B-BUY TYPE Q-PAID PGM C-CANCELLED R-RATE S-SPOTS PER WEEK DE-DELETE E-EFF DATES T-TIME X-LATE L-LENGTH Y-DAYS M-MAKEGOOD Z-COMMENTS N-PROGRAM NAME \*-MULTIPLE

### REP: TEL# 323-866-1414 ORDER WORKSHEET

FAX# 323-653-1865
HARRIS REPORT FROM REP

AUG14/12 18.2
\*\*\* WNCN-TV \*\*\*

| CITY TAX                 | FLIGHT DATES SE | PRDCT #142 RGA                  | ORDER #            |                        |                            | AGY #                   | ADV #                      |  |
|--------------------------|-----------------|---------------------------------|--------------------|------------------------|----------------------------|-------------------------|----------------------------|--|
| TIS                      | SEP24/12        | NO                              |                    |                        |                            | AGY.                    | ADV.                       |  |
| STATE TAX                |                 |                                 |                    |                        |                            | NAME                    | NAME                       |  |
| 'AX CO-OP BILLING NEEDED | SEP30/12 WK-1   | EST#142 COMMENTS: (LINE, ORDER, | CONTRACT # 6145670 | SHERMAN OAKS, CA 91403 | 15260 VENTURA BLVD., #1240 | TARGET ENTERPRISES      | ISS/RGA - REPUB GOV ASSOC. |  |
| VEEDED                   |                 |                                 |                    |                        |                            |                         |                            |  |
|                          |                 | INVOICE)                        | CLASS: NATL.       |                        | SALES PRSN LA-             | BUYER NAME CINDIE CRANE | REP.#                      |  |
| נם                       |                 |                                 | LOCAL              |                        | A- IZZY ROSTOVSKY          | INDIE CRANE             | OFF.#                      |  |
| DATE AUG14/12            |                 |                                 | REGIONAL           |                        | STOVSKY                    |                         | SALESMAN #                 |  |
| 18.24                    |                 |                                 |                    |                        |                            |                         |                            |  |

REP: NEW POLITICAL ORDER... 8/14
NOTE: DOLLARS MOVED FROM WK 10/29 ON EST#147 (HD#6158977)
TOT: \$3,815/11X
PLS CNF... TNX ---- JOCELYN/IZZY

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*

| :LINE#:REP :CD: TIME PERIOD : LGTH : SEC : LINE#: :   | RATE        | : START | : END<br>: DATE | END :SPTS: WEEK DATE : /WK: INVT | MEEK : | DAYS | :TOTL: |
|-------------------------------------------------------|-------------|---------|-----------------|----------------------------------|--------|------|--------|
| AGENCY ADVERTISER CODE = AGENCY PRODUCT CODE = RGA NC | AGENCY EST# | = 142   |                 |                                  |        |      |        |
| 1 700A-900A 30                                        | \$550.00    | 9/24    | 9/28            | ω                                | H - H  | 7    | ω      |
| PROGRAM : TODAY SHOW RA35+ : 1.6                      |             |         |                 |                                  | ,      |      |        |
| 2 530P-600P 30                                        | \$250.00    | 9/24    | 9/28            | ω                                | M - H  | 3    | ω      |
| PROGRAM : JUDGE JUDY RA35+ : 2.2                      |             |         |                 |                                  |        |      |        |
| 3 .eoob-e3ob 30                                       | \$305.00    | 9/24    | 9/28            | ω                                | М - н  |      | ω      |
| PROGRAM : NBC 17 NEWS AT 6P RA35+ : 1.6               |             |         |                 |                                  |        |      |        |

25/0/2

REP HEADLINE# 6145670 \*\*\* ORIGINAL REV#0 \*\*\*

> REP: TEL# 323-866-1414 ORDER WORKSHEET

FAX# 323-653-1865
HARRIS REPORT FROM REP

AUG14/12 18.2

| SEP/12                     |                   |             |                   |           | :LINE#:REP                              |
|----------------------------|-------------------|-------------|-------------------|-----------|-----------------------------------------|
|                            | PROGRAM<br>RA35+  | vi          | PROGRAM<br>RA35+  | 4         | # #                                     |
| \$3,815.00                 |                   | 600F        |                   | 7001      | <br>CD:                                 |
|                            | NBC 17 NEWS AT 6P | 600P-630P   | NBC 17 NEWS AT 7P | 700P-730P | TIME PERIOD                             |
|                            | WS AT 6           |             | WS AT 7           |           |                                         |
|                            | 9                 | 3 0         | P                 | 30        | LGTH : SEC                              |
|                            |                   | <b>₹</b> \$ |                   | \$        | <br><br>E                               |
|                            |                   | \$300.00    |                   | \$200.00  | RATE                                    |
|                            |                   | 9/30        |                   | 9/29      |                                         |
|                            |                   | 3 0         |                   | 29        | START                                   |
|                            |                   | 9/30        |                   | 9/29      | : END<br>: DATE                         |
| CO                         |                   | ב           |                   | Н         | END :SPTS: WEEK :<br>DATE : /WK: INVT : |
| CONTRACT TOTAL TOTAL SPOTS |                   |             |                   |           | WEEK                                    |
| TOTAL                      |                   | SUN         |                   | SAT       |                                         |
| \$3,8                      |                   |             |                   |           | DAYS                                    |
| \$3,815.00<br>11           |                   | 1           |                   | 1         | :TOTL:                                  |

DUPLICATE MARKET TOTALS \$0 WNCN 0% WRAL 0% WIVD 0% WRAZ 0% WRDC 0% WLFL 0% CABL 0%

SVC- NSI BOOKS- JUL/PJ DEMOS- RA35+\*



#### LETTER OF AUTHORIZATION

May 8, 2012

Republican Governors Association 1747 Penn. Ave. NW Suite 250 Washington, DC 20006

Mr. Adam Stoll Target Enterprises 15260 Ventura Blvd., Suite 1240 Sherman Oaks, CA 91403

Dear Mr. Stoll:

Please accept this letter as authorization to represent the Republican Governors Association. Our official information is as follows:

Name: Republican Governors Association

Address: 1747 Penn. Ave. NW, Suite 250, Washington, DC 20006

Phone: (202) 662-4162 Fax: (202) 662-4923

Name of Executive Director: Philip J. Cox Name of General Counsel: Michael G. Adams

Sincerely,

Michael G. Adams

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